

## **Content Outline for Connecticut Real Estate Sales and Broker Licensing Examinations**

***Effective March 15, 2007***

**Salesperson: 30 scored, 5 unscored questions**

**Broker: 40 scored questions, 5 unscored questions**

The state section of the examination is based on Connecticut General Statutes Chapter 392, the Connecticut Real Estate Commission regulations and policies implementing Chapter 392, and the other Connecticut laws referred to in the content outline. A compilation of Chapter 392 statutes, regulations and policies, entitled *Real Estate Law and Regulations Concerning the Conduct of Real Estate Brokers*, is available through the Department of Consumer Protection's website at [www.state.ct.us/dcp](http://www.state.ct.us/dcp).

As a study guide, test takers may want to consult the most recent edition of Katherine A. Pancak, *Connecticut Real Estate Practice and Law*, published by Dearborn Real Estate Education, Chicago, IL, as well as other available textbooks and reference materials.

- I. Connecticut Real Estate Commission and Licensing Requirements** (Sales 5 questions; Broker 5 questions)
  - A. Real Estate Commission purpose, powers and duties
  - B. Activities requiring a license
  - C. Exemptions from licensure
  - D. License types and qualifications
  - E. License renewal, continuing education, and transfer
  - F. Real Estate Guaranty Fund
  - G. License suspension and revocation
- II. Connecticut Laws Governing the Activities of Licensees** (Sales 10 questions; Broker 11 questions)
  - A. Broker/salesperson relationship
  - B. Duties to parties
  - C. Handling of deposits and other monies
  - D. Misrepresentation
  - E. Disclosure of nonmaterial facts
  - F. Advertising
  - G. Commissions and compensation
  - H. Unlicensed personal assistants
- III. Connecticut Real Estate Agency** (Sales 8 questions; Broker 9 questions)
  - A. Agency: the representing of a client vs. working with a customer
  - B. Agency agreements
  - C. Agency disclosure

- D. Subagency limitations
- E. Dual agency
- F. Designated agency
- G. Confidential information
- H. Interference with agency relationship

**IV. Connecticut-Specific Real Estate Principles and Practices** (Sales 7 questions, Broker 7 questions)

- A. Connecticut-specific property ownership and transfer issues
  - 1. Co-ownership forms and shares
  - 2. Adverse possession/prescriptive easement time
  - 3. Land records and recording
  - 4. Real property taxes and assessments
  - 5. Conveyance tax
  - 6. Residential property condition disclosure
- B. Connecticut Landlord-Tenant Act
- C. Connecticut Common Interest Ownership Act
- D. Connecticut fair housing law
- E. Connecticut lead paint laws
- F. Connecticut disclosure of off-site conditions law
- G. Connecticut Uniform Electronic Transactions Act

**V. For Brokers Exam Only** (Broker 8 questions)

- A. Record keeping
- B. Escrow accounts
- C. Brokers lien
- D. Notice of commission rights in commercial transactions
- E. Cooperation with out-of-state brokers
- F. Interstate land sales
- G. Mortgage brokerage fees charged by brokers
- H. Real properties securities/syndication

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